

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY KINSHASA

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E.O. 11652: N/A

TAGS: BEXP, US, CG (WESTINGHOUSE ELECTRIC)

SUBJECT: WESTINGHOUSE ELECTRIC SEEKS CONTRACT FOR
ADDITIONAL HYDRO GENERATORS FOR INGA II

1. CHARLES H. WEAVER, WORLD REGIONS PRESIDENT OF WEST-
INGHOUSE ELECTRIC, CALLED AT DEPT APRIL 4 TO DISCUSS
COMPETITION FOR ADDITIONAL HYDRO-GENERATORS TO BE INSTALLED
AS PART OF INGA II COMPLEX. WESTINGHOUSE HAS CONTRACT TO
MANUFACTURE FIRST FOUR GENERATORS AT COST OF DOLS 14
MILLION.

2. WEAVER HAS HEARD FROM CONTACT IN SNEL THAT PRESIDENT
MOBUTU MADE VERBAL COMMITMENT TO AWARD CONTRACT FOR FOUR
NEW GENERATORS TO SIEMENS DURING RECENT VISIT TO WEST
GERMANY. IN ADDITION, WESTINGHOUSE PARIS OFFICE HAS
REPORTED THAT FRENCH FIRM C.G.E. ALSTHOM HAS ALSO
OBTAINED SIMILAR COMMITMENT.

3. WESTINGHOUSE HAS NEVER HAD GOZ OR SNEL COMMITMENTS
FOR CONTRACTS TO MANUFACTURE ADDITIONAL GENERATOR UNITS,
BUT IT WAS ALWAYS UNDERSTOOD THAT FOR PURPOSES OF
CONSISTENCY OF TECHNOLOGY, ADDITIONAL GENERATORS WOULD BE
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DUPLICATES OF FIRST FOUR. WESTINGHOUSE IS DISTRESSED,

THEREFORE, FOR BOTH COMMERCIAL AND TECHNICAL REASONS TO
HEAR OF THESE RUMORED PRESIDENTIAL COMMITMENTS TO THE
GERMANS AND/OR THE FRENCH.

4. ACTION REQUESTED: EMBASSY REQUESTED MAKE CONTACT
WITH BISENGIMANA OR PEMBELE TO DETERMINE ACCURACY OF
FOREGOING REPORTS, AND TO DISCUSS POSSIBILITY OF GAINING
ACCESS FOR WESTINGHOUSE TO DISCUSS FUTURE GENERATOR
MANUFACTURING ON BASIS TECHNOLOGICAL, COMMERCIAL AND
FINANCIAL CONSIDERATIONS. APPROACH SHOULD BE COORDINATED
WITH WESTINGHOUSE KINSHASA REPRESENTATIVE DAWSON. RUSH

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